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78th Annual Statement

THE DOMINION LIFE ASSURANCE COMPANY

WATERLOO, ONTARIO / DECEMBER 31st, 1966

78th Annual Statement

for the year ended December 31st, 1966



JAMAICA



UNITED STATES



CANADA



BERMUDA



BAHAMAS

When it comes to insurance... it's
Dominion
for ***Life***



THE DOMINION LIFE ASSURANCE COMPANY, WATERLOO, ONTARIO

THE BOARD OF DIRECTORS

HENRY F. ROOD, Chairman of the Board, Fort Wayne
President, The Lincoln National Life Insurance Company

E. G. SCHAFER, President, Kitchener
Director, The Waterloo Trust and Savings Company

*C. GORDON COCKSHUTT, Brantford
President, Cockshutt Securities Limited

*ALFRED S. UPTON, Kitchener
Director, The Waterloo Trust and Savings Company

CHARLES L. GUNDY, Toronto
President, Wood, Gundy and Company Limited

GEORGE H. DOBBIE, Galt
President, The Dobbie Industries Limited

RONALD G. STAGG, Fort Wayne
Vice-President, The Lincoln National Life Insurance Company

*CARL A. POLLOCK, Kitchener
President, Dominion Electrohome Industries Limited

*HAROLD J. BALL, Kitchener
President, Ball Brothers Limited

J. P. W. OSTIGUY, Montreal
President, Morgan, Ostiguy & Hudon Limited

GORDON C. REEVES, Fort Wayne
Senior Vice-President and General Counsel, The Lincoln National Life Insurance Company

**Policyholders' Directors.*

EXECUTIVE OFFICERS

E. G. SCHAFER — *President*

G. F. C. PANGMAN — *Vice-President and Treasurer*

H. M. ATRUBIN — *Vice-President and Actuary*

J. S. ACHESON — *Vice-President and Director of Agencies*

E. S. REID — *Secretary*

R. G. PAUL — *Comptroller*

H. B. EDWARDS — *General Counsel*

ACTUARIAL

W. F. HANCOCK — *Assistant Actuary*

R. ROSEMAN — *Assistant Actuary*

H. B. REITZEL — *Statements Officer*

UNDERWRITING

W. J. SAUNDERS — *Underwriting
Executive*

W. A. SEHL, M.D. — *Medical Director*

N. W. McQUAY, M.D. — *Assistant
Medical Director*

C. G. HEPPLER — *Underwriting Officer*

ADMINISTRATIVE

J. G. MASTERS — *Assistant Comptroller*

A. E. YOUNGMAN — *Assistant
Comptroller*

L. D. HOULE — *Assistant Comptroller*

D. O. JANKE — *Claims Officer*

D. A. BURNS — *Legal Officer*

AGENCY

A. A. MORISON — *Superintendent of
Sales Promotion*

C. M. DEVITT — *Superintendent of
Agencies*

L. J. DRAGO — *Superintendent of
Agencies*

W. A. GREEN — *Superintendent of
Agencies*

D. R. URQUHART — *Superintendent of
Agencies*

INVESTMENT

J. W. MAHN — *Associate Treasurer*

G. A. COYNE — *Associate Treasurer*

C. J. WATKISS — *Assistant Treasurer*

D. G. LACEY — *Assistant Treasurer*

GROUP

D. ECKERSLEY — *Group Executive*

D. S. WHITE — *Superintendent of
Group Sales*

W. G. SMYTHE — *Assistant Superintendent
of Group Sales*



The Board of Directors left to right: Carl A. Pollock, Charles L. Gundy, George H. Dobbie, C. Gordon Cockshutt, Alfred S. Upton, Henry F. Rood, Chairman of the Board; E. G. Schafer, President; Ronald G. Stagg, Harold J. Ball, J. P. W. Ostiguy, Gordon C. Reeves

THE DIRECTORS' 78th ANNUAL REPORT

For the year ended December 31, 1966

The Company enjoyed another good year in 1966, and we are pleased to report on its sound progress and further growth.

NEW BUSINESS

New Life Insurance and Retirement Annuities totalled \$185,171,358 in 1966. Of this, 68.1% was Ordinary Life Insurance, 28.3% was Group Insurance and the balance was Retirement Annuities. The total was somewhat lower than for last year due to an unusually large Group Insurance case, which was responsible for our exceptional increase in business in 1965.

BUSINESS IN FORCE

Our business in force increased by \$98,139,342 and now totals \$1,602,840,368. Included in this figure is \$446,984,644 of Group Life Insurance. Group Annuity contracts providing annual pensions of \$6,630,826 are not included in the over-all total, nor is our Health Insurance business which at the end of the year represented more than \$4,000,000 in yearly premiums.

INCOME

Income for the year from all sources totalled \$52,827,926, a new high figure. Insurance and Annuity premiums were \$36,703,255 and net investment income amounted to \$16,097,316.

ASSETS

The increase in Assets was \$16,600,599 bringing the Company total to \$296,589,118. As has been the case for the past several years, Mortgage Loans continue to be our largest single investment and total \$135,472,615. Bonds and debentures stood at \$112,772,798 at year end. The market value of our securities fell below book value during 1966, but the difference in values is amply covered by our contingency reserve.

THE DIRECTORS' ANNUAL REPORT

INTEREST RATE

In 1966 our interest rate was 5.80%. This compares with the 1965 rate of 5.68% and the 1964 rate of 5.60%.

MORTALITY

Our over-all mortality experience was quite satisfactory. Heart diseases and circulatory ailments are still the major cause of death, again emphasizing the importance of medical research, to which we continue to contribute substantial sums.

PAYMENTS TO POLICYHOLDERS AND BENEFICIARIES

A total of \$39,815,817 was paid to policyholders or set aside for future payments. This was an increase of \$994,069 and represents the Company's real service in providing security for policyholders and their families. Of the total, \$28,415,560 was paid to policyholders and beneficiaries while the amount set aside for future payments was \$11,400,257.

LIABILITY AND SURPLUS FUNDS

Policy and Annuity reserves on December 31st amounted to \$222,121,792, a sum considerably in excess of Government requirements. After paying dividends of \$3,727,853 to policyholders and \$160,000 to shareholders, surplus funds increased by \$2,808,548, bringing the total to \$29,102,324.

The Directors' Annual Report continued on page six

AUDITOR'S REPORT

We have examined the Balance Sheet of The Dominion Life Assurance Company as at December 31, 1966, and in addition, have made tests of the transactions throughout the year. We have received certificates from the Company's Bankers confirming the Bank Balances, and have examined or otherwise confirmed the Bonds and Stocks held as investments. The Policy and Annuity Reserves and Allotments of Surplus are as determined by the Company's Actuary.

We have received all the information and explanations which we have required and in our opinion, based upon our examination, the Balance Sheet at December 31, 1966, and the related Summary of 1966 Operations, according to the best of our information and the explanations given to us, and as shown by the books of the Company, are properly drawn up so as to exhibit a true and correct view of the Company's affairs at that date.

Waterloo, Ontario, February 1, 1967

NEFF, GOODWIN & CO., Chartered Accountants

ACTUARY'S CERTIFICATE

I hereby certify that the reserve of \$222,121,792 maintained at December 31, 1966, in respect of the Company's Insurance, Annuity, Accident and Sickness and Supplementary Contracts, has been determined in accordance with the provisions of the Canadian and British Insurance Companies' Act and in my opinion makes good and sufficient provision for all unmatured obligations of the Company guaranteed under the terms of its policies.

Waterloo, Ontario, February 1, 1967

H. M. ATRUBIN, Vice-President and Actuary

THE DIRECTORS' ANNUAL REPORT

THE NATIONAL RESERVE LIFE INSURANCE COMPANY

During the year The Dominion Life Assurance Company acquired the Canadian business of The National Reserve Life Insurance Company of Topeka, Kansas. The business assumed by our Company involved 131 policies with a total sum insured of approximately \$400,000.

INCREASE IN PAID-UP CAPITAL

During 1966, the Company's shares were split 2 for 1 from a par value of \$10 per share to a par value of \$5 per share. A special cash dividend of \$15 per share of old stock was paid and shareholders given the right to subscribe at a price of \$5 per share for 3 shares of new stock for each share of old stock. All rights were exercised and the paid-up capital was thus increased from \$400,000 to \$1,000,000.

STAFF

Our 78th Annual Report is a highly satisfactory one and is truly a tribute to the dedicated effort of our field force and the loyalty and effective co-operation of our office staffs both in the field and here in Waterloo. The sincere thanks of the Board of Directors is hereby tendered to everyone who contributed to our growth and progress.

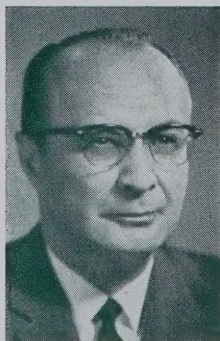
Respectfully submitted on behalf of the Board of Directors.

Waterloo, Ontario, February 10, 1967.



Henry F. Rood

HENRY F. ROOD, Chairman of the Board



E. G. Schaffer

E. G. SCHAFER, President

SUMMARY OF 1966 OPERATIONS

THE DOMINION LIFE ASSURANCE COMPANY

<i>Income</i>	1966	1965
Insurance and Annuity Premiums	\$ 36,703,255	\$ 35,672,150
Investment Income after deducting Investment Expenses	16,097,316	14,829,784
Net Profit on Sale of Assets	27,355	511,160
	<u>\$ 52,827,926</u>	<u>\$ 51,013,094</u>
<i>Paid or Set Aside for Future Payment</i>		
To Policyholders and Beneficiaries:		
Death Benefits	\$ 7,880,412	\$ 7,822,419
Accident and Sickness Benefits	3,376,756	3,314,150
Matured Endowments	2,514,766	2,418,196
Voluntary Terminations	7,236,392	5,744,584
Annuity Benefits	2,413,901	1,998,047
Dividends	3,727,853	3,627,227
Interest on Deposits	1,265,480	1,180,966
Increase in Reserves for future payments	11,400,257	12,716,159
	<u>\$ 39,815,817</u>	<u>\$ 38,821,748</u>
Taxes, Licences and Fees	1,044,493	762,482
Commissions	2,962,375	2,793,214
Operating Expenses	5,404,363	4,897,361
Interest on Staff Funds	416,297	383,567
Dividends to Shareholders	160,000	120,000
Net Write-down of Assets	216,033	515,235
	<u>\$ 50,019,378</u>	<u>\$ 48,293,607</u>
<i>Balance Added to Surplus Funds</i>	<u>\$ 2,808,548</u>	<u>\$ 2,719,487</u>
<i>Capital & Surplus at Beginning of Year</i>	<u>\$ 26,293,776</u>	<u>\$ 23,574,289</u>
<i>Capital & Surplus at End of Year</i>	<u><u>\$ 29,102,324</u></u>	<u><u>\$ 26,293,776</u></u>

THE DOMINION LIFE ASSURANCE COMPANY

ASSETS

		1966	1965
BONDS AND DEBENTURES			
Canada	\$ 75,802,914		
United States	33,730,231		
Sterling Area	<u>3,239,653</u>	\$112,772,798	\$108,058,246
PREFERRED AND COMMON STOCKS			
Canada	\$ 1,676,199		
United States	11,816,479		
Sterling Area	<u>153,888</u>	13,646,566	13,287,391
MORTGAGES AND SALE AGREEMENTS			
Canada	\$127,290,950		
United States	6,048,302		
Sterling Area	<u>2,133,363</u>	135,472,615	127,485,732
REAL ESTATE			
Held for Investment	\$ 7,712,470		
Head Office Premises	<u>1,231,493</u>	8,943,963	8,315,634
POLICY LOANS		18,194,819	16,212,378
CASH AND BANK BALANCES		1,749,998	1,474,060
INTEREST, DUE AND ACCRUED		2,891,048	2,676,569
PREMIUMS OUTSTANDING, NET		2,862,729	2,478,509
ELECTRONIC EQUIPMENT		<u>54,582</u>	<u>0</u>
TOTAL ASSETS		<u>\$296,589,118</u>	<u>\$279,988,519</u>

Paid-up Capital was increased by \$600,000 during the year through application of a special cash dividend.

Throughout these statements United States and Bahamian dollar amounts are included at the rate of \$1.00 Canadian to the dollar, and sterling at the rate of \$3.00 Canadian to the pound.

HENRY F. ROOD, Chairman of the Board

E. G. SCHAFER, President

Y, BALANCE SHEET, DECEMBER 31, 1966

LIABILITIES

	1966	1965
POLICY AND ANNUITY RESERVES		
This amount with interest and future premiums makes provision for all future payments under insurance and annuity contracts	\$222,121,792	\$211,121,679
UNPAID AND UNREPORTED CLAIMS		
Death and disability benefits awaiting completion of documents, together with provision for unreported claims	4,062,364	3,374,043
AMOUNTS ON DEPOSIT		
Policyholders' Dividends \$17,789,457		
Policy Proceeds 6,280,566		
Premiums and Other Amounts <u>2,472,264</u>	26,542,287	24,826,085
PROVISION FOR DIVIDENDS		
Dividends to be paid to policyholders in the year following date of account	4,225,000	3,825,000
STAFF PENSION AND INSURANCE FUNDS		
The accumulation of premiums and pension contributions paid by salaried employees and agents together with amounts set aside by the Company	7,744,719	7,254,033
GOVERNMENT TAXES ACCRUED		
Federal, Provincial and State taxes payable in the year following date of account	542,272	389,482
OTHER LIABILITIES		
Expense items due and accrued and amounts in suspense	2,248,360	2,904,421
TOTAL LIABILITIES	<u>\$267,486,794</u>	<u>\$253,694,743</u>
 <i>Capital and Surplus Funds</i>		
Capital Paid Up \$ 1,000,000		
Contingency Reserve 7,000,000		
Shareholders' Surplus 285,693		
Unallotted Surplus <u>20,816,631</u>	29,102,324	26,293,776
 LIABILITIES, CAPITAL AND SURPLUS . . .	 <u><u>\$296,589,118</u></u>	 <u><u>\$279,988,519</u></u>

TEN YEARS OF PROGRESS • THE

	1966	1965	1964
INCOME			
Premiums: Individual Policies	\$ 28,671	\$ 28,055	\$ 26,22
Group Policies	8,032	7,617	6,398
Net Investment Income	15,909	14,826	13,973
Total	<u>\$ 52,612</u>	<u>\$ 50,498</u>	<u>\$ 46,592</u>
DISTRIBUTION OF INCOME			
Benefits Paid	\$ 25,104	\$ 22,862	\$ 21,35
Increase in Reserves	11,400	12,716	11,943
Taxes, Licences & Fees	1,045	762	74
Expenses of Operation	8,367	7,691	7,590
Dividends to Policyholders	3,728	3,627	2,88
Dividends to Shareholders	160	120	11
Amount Added to Surplus Funds	2,808	2,720	1,968
Total	<u>\$ 52,612</u>	<u>\$ 50,498</u>	<u>\$ 46,592</u>
CAPITAL AND SURPLUS FUNDS	\$ 29,102	\$ 26,294	\$ 23,57
TOTAL ASSETS	\$ 296,589	\$ 279,989	\$ 261,95
BUSINESS IN FORCE			
Individual Policies	\$1,155,856	\$1,118,261	\$1,072,60
Group Policies	446,984	386,440	294,83
Total	<u>\$1,602,840</u>	<u>\$1,504,701</u>	<u>\$1,367,43</u>

DOMINION LIFE ASSURANCE COMPANY

1963	1962	1961	1960	1959	1958	1957
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\$ 24,832	\$ 25,039	\$ 21,975	\$ 20,773	\$ 19,688	\$ 18,840	\$ 17,803
5,464	4,518	3,616	3,036	2,468	2,330	1,865
12,583	11,290	10,165	9,210	8,366	7,597	6,591
\$ 42,879	\$ 40,847	\$ 35,756	\$ 33,019	\$ 30,522	\$ 28,767	\$ 26,259

\$ 19,198	\$ 16,924	\$ 15,348	\$ 14,501	\$ 12,370	\$ 11,234	\$ 10,783
10,946	12,165	9,415	8,178	8,249	8,382	7,915
686	644	613	648	507	591	497
6,762	6,479	6,160	5,974	5,455	5,179	4,813
2,782	2,428	2,337	2,087	1,875	1,772	1,526
104	96	88	80	72	72	64
2,401	2,111	1,795	1,551	1,994	1,537	661
\$ 42,879	\$ 40,847	\$ 35,756	\$ 33,019	\$ 30,522	\$ 28,767	\$ 26,259

\$ 21,606	\$ 19,205	\$ 17,094	\$ 15,299	\$ 13,748	\$ 11,754	\$ 10,217
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\$ 245,602	\$ 228,667	\$ 212,539	\$ 198,733	\$187,438	\$176,308	\$165,249
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\$1,016,642	\$ 967,209	\$ 920,763	\$ 882,701	\$843,181	\$787,781	\$730,602
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258,432	217,372	171,300	131,003	96,302	62,996	48,160
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\$1,275,074	\$1,184,581	\$1,092,063	\$1,013,704	\$939,483	\$850,777	\$778,762
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(Dollar Amounts in Thousands)

OUR 1966 INCOME DOLLAR

Where it
came from

How it
was used

Premiums
from
Policyholders

69.8¢

Net
Earnings
from
Investments

30.2¢

100.0

Paid to
Policyholders
and
Beneficiaries

54.8¢

Invested
for
Policyholders

27.0¢

Taxes

2.0¢

Operating
Expenses

15.9¢

Shareholders

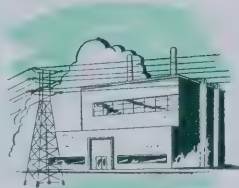
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100.0

ANALYSIS OF ASSETS December 31, 1966

Bonds and Debentures

Government and Government Guaranteed	\$ 34,165,937	11.5%
Municipal	10,914,675	3.7%
Public Utility	22,443,020	7.6%
Other Corporation	45,249,166	15.2%



Stocks

Preferred	7,009,766	2.4%
Common	6,636,800	2.2%

Mortgages

Conventional	83,976,951	28.3%
Joint and Insured	51,495,664	17.4%



Real Estate

Held for Investment	7,712,470	2.6%
Head Office Premises	1,231,493	.4%



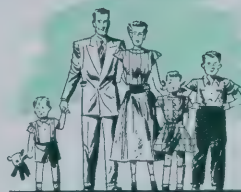
Policy Loans	18,194,819	6.1%
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Cash and Bank Balances	1,749,998	.6%
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Interest Due and Accrued	2,891,048	1.0%
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Premiums Outstanding, Net	2,862,729	1.0%
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Electronic Equipment	54,582	—
TOTAL ASSETS	\$296,589,118	100.0%



COMPANY OFFICES

Canada

CALGARY, ALTA., Addison House, 501-18th Avenue S.W., F. C. Lange, C.L.U.
CALGARY, ALTA., 1240 Calgary House, 550-6th Ave. S.W., S. A. Holberton, C.L.U.
CHARLOTTETOWN, P.E.I., Suite 2, 159 Kent Street, R. W. Parke, C.L.U.
COOKSVILLE, ONT., 19 Dundas Street W., H. C. Foster
EDMONTON, ALTA., 407 Imperial Bank Bldg., 9990 Jasper Ave., K. H. Slobod
FORT WILLIAM, ONT., 311 The Chapple Bldg., G. Symington, C.L.U.
HALIFAX, N.S., 1529 Dresden Row, L. A. Wilson, C.L.U.
HAMILTON, ONT., 155 James Street S., J. M. Phillion
KINGSTON, ONT., Suite 401, 837 Princess Street, E. H. Hannah, C.L.U.
KITCHENER, ONT., 1104 Waterloo Trust Bldg., L. O. Murray, C.L.U.
LONDON, ONT., 397 Dundas Street, K. L. Farquhar, C.L.U.
MONTREAL, P.Q., 2055 Peel Street, Germain Nepveu
MONTREAL, P.Q., 5801 Monkland Avenue, Robert Hill
MONTREAL, P.Q., 325-50 Place Cremazie, P. A. Whipp, C.L.U.
MONTREAL P.Q., 101-790 Laurentien Blvd., Sam Shernofsky, C.L.U.
NEW WESTMINSTER, B.C., 240-550 Sixth Street, Michael Malfesi, C.L.U.
OTTAWA, ONT., 30 The Driveway, Edwin Thomas, C.L.U.
PETERBOROUGH, ONT., Market Plaza, 121 George Street N., J. G. Goodfellow, C.L.U.
QUEBEC, P.Q., 1135 Chemin St. Louis, Jean Plamondon
REGINA, SASK., 2060 Broad Street, F. M. Nagel
SAINT JOHN, N.B., Market Building, B. M. Flemming
ST. CATHARINES, ONT., Suite 400, 15 Church Street, H. L. Dreschel
ST. JOHN'S, NFLD., 321 Duckworth Street, J. B. Shepherd
SASKATOON, SASK., 601 Financial Bldg., D. Boghean
SUDBURY, ONT., 202-161 Larch Street, W. L. Foucault
TORONTO, ONT., 410 Adelaide Street W., S. Seligman C.L.U.
Associate Manager, H. J. Weiss, C.L.U.
TORONTO, ONT., Suite 711, 2 Carlton Street, R. K. Crouch, C.L.U.
TORONTO, ONT., 4214 Dundas Street W., D. E. Huss, C.L.U.
TORONTO, ONT., 234 Eglinton Avenue E.
TORONTO, ONT., 801 York Mills Road, Don Mills, F. F. Bjerring
VANCOUVER, B.C., 101-1687 West Broadway, Dennis G. Cocke
VICTORIA, B.C., 702 Fort Street, R. G. Howe
WATERLOO, ONT., Waterloo Square, E. H. Heimpe
WINDSOR, ONT., Suite 901, 500 Ouellette Avenue, R. A. Howard, C.L.U.
WINNIPEG, MAN., 504 Power Building, R. F. Gill



Consultant, Province of Quebec, Montreal, P.Q., Paul Baby

COMPANY OFFICES

United States

AKRON, OHIO, 44303, Suite 11 — 572 West Market Street, C. R. Madigan
CAMDEN, N.J., 08102, 130 North Broadway, W. N. Litchfield
CLEVELAND, OHIO, 44115, 1734 B. F. Keith Building, Thomas E. Uhle
COLUMBUS, OHIO, 43209, 33 S. James Road, Bertram Alper
DETROIT, MICH., 48075, 17220-A West Eight Mile Road, Southfield, J. C. Prost
DETROIT, MICH., 48226, 1766 Penobscot Building, R. H. Love
HARTFORD, CONN., 06105, 1049 Asylum Avenue, W. J. Haslam
LANSING, MICH., 48933, Suite 765, Stoddard Building, J. D. R. Caldewey
NEWARK, N.J., 07017, 725 Park Ave., East Orange, The Life Agency of New Jersey Inc.
PHILADELPHIA, PA., 19107, 121 South Broad Street, G. W. Rose
PITTSBURGH, PA., 15222, 320 Oliver Building, Mellon Square, H. W. Snyder
SEATTLE, WASH., 98101, 3326 White-Henry-Stuart Building, Ian Robertson, C.L.U.

Other

HAMILTON, BERMUDA, Reid & King Streets, G. E. G. Ratteray
KINGSTON, JAMAICA, Trafalgar Rd. & Knutsford Blvd., A. D. DeLeon, J.P.
NASSAU, BAHAMAS, Collins Avenue, Edwin L. V. Deal

Group

CALGARY, ALTA., 501-18th Avenue S.W., B. E. Kennedy
CLEVELAND, OHIO, 44115, 1734 B. F. Keith Building, J. T. Holbrook
HALIFAX, N.S., 1529 Dresden Row, H. C. Hopper
HARTFORD, CONN., 06105, 1049 Asylum Avenue
MONTREAL, P.Q., 3333 Cavendish Boulevard, Ian Eisenhardt
NEWARK, N.J., 07017, 725 Park Avenue, East Orange, A. T. Anderson
PHILADELPHIA, PA., 19107, 121 South Broad Street, W. C. Claflin
TORONTO, ONT., 410 Adelaide Street W., H. L. Coggan
VANCOUVER, B.C., 101-1687 West Broadway, C. J. Tabernor
WATERLOO, ONT., Waterloo Square, John Cubberley

Mortgage

CALGARY, ALTA., 501-18th Avenue S.W., D. D. Brownlee, Mtge. Inspector
HALIFAX, N.S., 183 Hollis Street, Marcil Mortgage Corp., Agent
HAMILTON, ONT., 155 James Street South, Wm. H. McCabe, Southern Ontario Mgr.
P. A. Seagrove, Agent
LONDON, ONT., 397 Dundas Street, R. T. Schatz, Mtge. Inspector
MONTREAL, P.Q., 360 St. James Street W., Marcil Mortgage Corp., Agent
OTTAWA, ONT., 30 The Driveway, G. E. Arkell, Eastern Ontario Mgr.
QUEBEC, P.Q., 925 St. Louis Road, Marcil Mortgage Corp., Agent
TORONTO, ONT., 372 Bay Street, G. R. McBride & Co., Ltd., Agent
VANCOUVER, B.C., 303-1687 West Broadway, B. L. Ritchie, Prov. Mgr.
VICTORIA, B.C., 680 Broughton Street, Ker & Stephenson Ltd., Agent
WATERLOO, ONT., 111 Westmount Road, Allen Elliott, Central Ontario Mgr.
KINGSTON, JAMAICA, Trafalgar Rd. & Knutsford Blvd., Roy Shaw, Mtge. Secretary

HIGHLIGHTS OF 1966

New Premium Income \$3,185,346

AN INCREASE OF OVER \$230,000

Business In Force \$1,602,840,368

AN INCREASE OF OVER \$98,000,000

Assets Total \$296,589,118

AN INCREASE OF OVER \$16,600,000

Paid or Set Aside for Policyholders and Beneficiaries \$39,815,817

AN INCREASE OF NEARLY \$1,000,000

Surplus Funds \$29,102,324

AN INCREASE OF OVER \$2,800,000

Income was \$52,827,926

AN INCREASE OF OVER \$1,800,000

When it comes to insurance...it's

Dominion
for ***Life***



THE DOMINION LIFE ASSURANCE COMPANY, WATERLOO, ONTARIO

